



# Minimize your risks Maximize your rewards

Double major in **Professional Sales** and **Risk Management and Insurance!**

Florida State University College of Business students now can blend the fields of **Professional Sales** and **Risk Management and Insurance (RMI)** with a double major and start their careers with a clear competitive edge. That's because the double major results in an insurance sales professional with both technical product knowledge AND sales expertise—a great combination for a successful sales career.

The job outlook is good for graduates skilled in both professions. Both the sales representative and the insurance agent/broker occupations rank in the Top 20 of *U.S. News & World Report's* recent 2014 rankings of "Best Business Jobs." The Bureau of Labor Statistics predicts available employment positions for each of these professions will grow more than 8 percent over the next decade, resulting in tens of thousands of new jobs for qualified graduates.

## Program Benefits:

- Complete both majors in four years, plus one summer, if planned carefully
- Participate in sales competitions and other events designed to increase sales experience and skills
- Participate in Insurance Days AND the Professional Sales placement events
- Earn professional designations in the insurance and sales industries while still in school
- RMI major satisfies the 200-hour education requirement to take the insurance agent licensing exam, 2-20 License
- Become eligible for specific industry and academic scholarships
- Learn leadership and teamwork skills by participating in active student organizations
- Receive individual attention from world-class faculty members
- Network with prestigious Florida State business alumni and other industry professionals from both fields

## Rankings & Recognitions:

- The Dr. William T. Hold/The National Alliance Program in Risk Management and Insurance is ranked No. 5 among undergraduate programs at public universities and No. 6 among all institutions according to *U.S. News & World Report*.
  - The program is also recognized as one of the oldest in the nation with a strong network of alumni dating back to the 1940s.
  - Both Professional Sales and RMI programs are among the nation's largest specialty programs in their respective fields.
  - One of only two such programs at a Tier 1 research university, the Florida State Professional Sales Program boasts a 100-percent placement rate.
  - Florida State professional sales students consistently excel in national and international collegiate sales competitions and have brought home the No. 1 national trophy.
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## Course Requirements:

### Professional Sales Major Area (3 credits each):

**MAR 3400** Professional Selling

**MAR 4403** Sales Management

**MAR 4415** Advance Sales Techniques

**MAR 4613** Marketing Research

**MAR 4946** Professional Sales Practicum

Marketing Elective

RMI Elective

### RMI Major Area (3 credits each):

**RMI 3011** Risk Management & Insurance

**RMI 4115** Life and Health Insurance Products

**RMI 4224** Property and Casualty Insurance Products

**RMI 4292** Property and Casualty Insurance Operations

**RMI 4347** Commercial Risk Management

RMI Elective

Professional Sales Elective

For more information about the double major, contact:



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